

How to Use the ITT40 Statewide Contract

Contract #: ITT40	Contract Duration: 07/01/2009 TO 06/30/2013
MMARS #: ITT40*	Options to renew annually through 06/30/2014
Contract Manager:	Laurie.Allen@state.ma.us (617) 720-3304
Last change date:	October 2012

Contract Summary: This statewide contract for two-way radio systems, equipment and services was renewed in August 2012. Check the “End Date” for each Vendor on the Vendor Tab for status. Equipment on this contract includes base stations, mobile and portable radios, marine and amateur radios, and microwave systems.

The use of Quick Quote on this contract is optional.

Cat #	Category Name	Category Description
1	Manufacturer Sales & Service	Sales & Service for the entire Commonwealth, either directly or through authorized subcontractors.
2	Regional Sales and Service	Contractors authorized by manufacturers for sales and service.
3	Regional Service	Contractors authorized by manufacturers for service for each brand offered. Category 3 contractors may sell the parts necessary for the repair or service of the unit only.

Benefits and Cost Savings

- Effective with the July 2012 contract renewal, greater value to the Commonwealth has been offered by renewed vendors in the form of greater discounts or greater Supplier Diversity Plan commitments.

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Please clearly indicate “Statewide Contract ITT40” on all requests for quotes, statements of work and purchase orders to ensure ITT40 pricing is quoted and billed.

Quick Quote is Optional.

This contract is Quick Quote enabled and its use is optional. Quick Quote allows vendors and buyers to publicly view the quotes solicited and received. If you wish to use Quick Quote, instructions entitled “How to Use Quick Quote” are provided on a separate document on the Forms and Terms Tab of this contract.

There is no construction on this contract.

This contract does not cover construction. Construction services must be procured according to M.G.L. Chapter 149 or M.G.L. Chapter 30, Section 39M.

Pricing may be found on each Vendor’s Cost Table, located on the Vendor Tab of this contract on Comm-PASS.

Tab 1.x

Product pricing and percentage discounts are located on Tabs 1.x in the Cost Tables. If the online address of the contractor’s catalog pages is provided, buyers should browse the online catalog pages to locate specific product information.

Tab 2.x

Cost table 2.x shows services and labor costs.

Tab 3.x

Maintenance and extended warranty plans, if any, are found on Tab 3.x

Additional Discounts

A number of vendors offered greater product discounts at the time of contract renewal. Those discounts may be viewed on Appendix A, Vendor Information. Labor rates among vendors vary significantly. Rates for contractors in Categories 2 and 3 are lower than the rates charged in Category 1, depending upon the manufacturer brand.

Regional Awards

For the purposes of this contract the Commonwealth of Massachusetts has been divided into six (6) regions which include specific counties as indicated below.

Although contractors in Categories 2 and 3 were awarded by Region, contractors may accept engagements in non-awarded regions, provided they meet all the terms of the ITT40 contract, particularly the Service Level Agreement requirements, which are explained below.

	Category 2: Regional Sales & Service	Category 3: Regional Service
Region 1: West Region, including Berkshire, Franklin, Hampshire and Hampden Counties	Comtronics Corporation TCS Communications Green Mountain Communications	New England Communications Pittsfield Communications
Region 2: Central Region, including Worcester County	Industrial Communications Comtronics Corporation Green Mountain Communications	Critical Radio New England Communications
Region 3: Northeast Region, including Middlesex and Essex Counties	Industrial Communications Comtronics Corporation	E.J. Riemitis Co. Communications International
Region 4: Boston Region, including Suffolk and Norfolk Counties	Industrial Communications Comtronics Corporation	Critical Radio New England Communications
Region 5: Southeast Region, including Plymouth, Bristol and Barnstable Counties	Industrial Communications Comtronics Corporation	New England Communications TCS Communications
Region 6: Islands Region, including Dukes and Nantucket Counties	Industrial Communications TCS Communications	Communications International

Service Level Agreements (SLA's)

All Contractors must meet the Service Level Agreement requirements of the RFR for any installation or service orders accepted whether it is in their awarded region(s) or a non-awarded region:

- The maximum response time to quote requests is two (2) business days.
- Contractors shall install and have equipment ready to operate, pursuant to the manufacturer's installation policy, within thirty (30) days of delivery unless otherwise agreed upon in writing by the Eligible Entity.
- The maximum response time to technical support calls is two (2) hours from initial request to on-scene arrival unless otherwise agreed in writing between the Eligible Entity and the Contractor. It is desirable that Contractors provide shorter technical support response times. Bidders must include the costs, if any, for technical support calls in the Cost Tables.

Strategic Sourcing Team Members

Awilda Rivera	Massachusetts State Police
Christopher Barry	Quincy Fire Dept.
Gary Gutowski	Massachusetts State Police
James Malary	Bureau of State Office Buildings
John Kenney	Hampden County Sheriff's Dept.
John Surette	MEMA
Kenneth Wood	Quincy Police Dept.
Kristjan Viise	Environmental Police
LT. David Sprague	Massachusetts State Police
Michael Germano	Worcester County Sheriff's Dept.
Michael Resonina	Dept. of Corrections
Rick McDonald	Executive Office of Transportation
William Christofori	Hampden County Sheriff's Dept.

Appendix A - Vendor Information

Communications International, Inc.
Contact: Melinda Swetz
Phone: 772-569-5355x4143
Email: mswetz@ask4cii.com
Prompt Pay Discount:
1% - 10 days

Category 3 - Service, Region 3
Manufacturer Brands:
Icom, Kenwood, Harris

Comtronics Corporation
Contact: Catherine Leonard
Phone: 617-770-0212
Email: cleonard@radioshop.com
Prompt Pay Discount:
2% - 10 days
1.5%-15 days
1%-20 days
Offers Environmentally Preferable Products

Category 2, Sales & Service
Regions 1,2,3,4, and 5
Manufacturer Brands:
Motorola, Harris, Vertex Standard, Tessco,
CVDS, Daniels Electronic, Eventide,
Raytheon/JPS, Kenwood, Otto Engineering

Critical Radio, LLC
Contact: Maureen Lemieux, CEO
Phone: 603-228-8148
Email: maureen.lemieux@wright2way.com
Prompt Pay Discount:
2% - 10 days
1.5% - 15 days
1% - 20 days

Category 3 - Service, Regions 2, 4
Manufacturer Brands:
Harris, EF Johnson, Kenwood,
Otto Engineering

E.J. Riemitis Co. Inc.
Contact: Edward Riemitis, Vice President
Phone: 978-682-3572
Email: edward@riemitisradio.com
Prompt Pay Discount:
3% - 10 days

Category 3 - Service, Region 3
Manufacturer Brands:
E F Johnson, Icom, Harris, Maxon,
Motorola

Green Mountain Communications, Inc.
Contact: Delilah Leggett
Phone: 603-340-6568
Email: w.solutions@greenmtncomm.com
Prompt Pay Discount:
2% - 10 days
1% - 15 days

Category 2 - Sales & Service, Regions 1 & 2
Manufacturer Brands:
Motorola, Microwave Networks, Nello Corp.

Harris Corporation
Contact: Kevin MacKenna
Phone: 781-435-1931
Email: kevin.mackenna@harris.com
Prompt Pay Discount:
1% - 30 days

Category 1
Statewide

Icom America, Inc.
Contact: Kristina Pickering
Phone: 425-450-6092
Email: SalesContracts@icomamerica.com
Prompt Pay Discount:
2% - 20 days
Offers Environmentally Preferable Products

Category 1
Statewide

Industrial Communications
Contact: Ann Johnson
Phone: 781-319-1104
Email: annjohnson@induscom.com
Prompt Pay Discount:
3% - 10 days
2% - 15 days
Offers Environmentally Preferable Products

Category 2 - Sales & Service, Regions 2, 3, 4, 5 and 6
Discount on Motorola Products Increased.
Discount on radios now 27%
Discount on accessories now 12%
Manufacturer Brands:
Motorola, Alcatel-Lucent, Vertex Standard

Midland Radio Corporation
Contact: Susan Ballew, Dir. Govt. Contracting
Phone: 816-241-8500x234
Email: sballew@midlandradio.com
Prompt Pay Discount:
2% - 15 days

Category 1
Statewide

Motorola Inc.
Contact: John Giacomini, Area Sales Manager
Phone: 401-433-5311
Email: john.giacomini@motorola.com
Website: <https://businessonline.motorola.com>
Prompt Pay Discount:

Category 1
Statewide

Pittsfield Communications Systems, Inc.
Contact: John Ullrich
Phone: 413-448-8214
Email: jullrich@bcn.net
Prompt Pay Discount:
2.5% - 10 days
Offers Environmentally Preferable Products

Category 3 - Service, Region 1
Manufacturer Brands:
Midland Radio, Motorola

Tait North America, Inc.
Contact: Chad Callanan, Regional Sales Manager
Phone: 603-383-8018
Email: chad.callanan@taitmobile.com
Prompt Pay Discount:
2% - 10 days

Category 1
Statewide

TCS Communications Corp.
Contact: Todd Williams, RF Systems Specialist
Phone: 978-465-7932
Email: todd.williams@tcscommunications.com
Prompt Pay Discount:
2% - 15 days
1% - 30 days

Category 2 - Sales & Service, Regions 1 and 6
Manufacturer Brands:
Icom, Avtec, Cimarron, CVDS, TXRX, CPI Communications, Daniels Electronics, David Clark, Eventide, Raytheon/JPS, Kenwood, Tessco Klein Electronics, Otto Engineering, Pyramid Communications, Bird Technologies, Vertex Standard, Zetron, Inc.

Vertex Standard USA, Inc.
Contact: Ralph Orta
Phone: 508-435-3905
Email: ralph.orta@vertexstandard.com
Prompt Pay Discount:
3% - 15 days

Category 1
Statewide

WPCS International Hartford Inc.
Contact: Tony Ambrosino
Phone: 860-593-0964
Email: tony.ambrosino@wpcs.com
Prompt Pay Discount:
2% - 10 days
1.5% - 15 days
1% - 20 days

Category 3 - Service, Regions 1 & 5
Manufacturer Brands:
Icom, Midland Radio, CVDS, Vertex Standard, Alcatel-Lucent, Daniels Electronics, David Clark, Sierra Wireless, Spectracom, Tessco, Eventide, GE MDS, Harris, Telex, Raytheon/JPS, Motorola, Network Fleet, Otto Engineering, Pyramid Communications, Radio Frequency Systems, SideBand Systems, Zetron, TXRX